

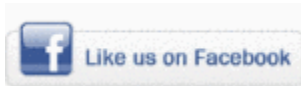
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February 23, 2017

eSCOOP

Santa Cruz County Association of REALTORS® weekly industry news update



zipForm training next week, don't miss it!

SCCAR is only able to offer this training once a year, don't miss out!

Learn how to master your zipForm account with separate training for beginners and advanced users. Take them both and become a pro! Both sessions are happening March 1 at SCCAR.

Register for: [Beginning](#) | [Advanced](#).



 <p>Real Estate Disclosure Reports</p> <p>Order a Report</p>	 <p>Order a Virtual Tour</p>	
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Learn about land use in Santa Cruz County

In the second class of this nine course advanced training series you will learn about land use issues in our county. Some of the topics covered will be: minimum steps to determine "build ability", biggest hurdles working with county or city planning/building departments, and much, much more! Class date is Friday, February 24 at 9:30 am. [Read more](#)

3 Free MLS classes!

[Tackling Mobile Tech](#) – Friday, February 24 at 10:30 am

Learn basic smart phone techniques and skills to maximize features.

[HomeSnap](#) - Friday, February 24 at 1 pm

Learn how to use the new "HomeSnap Pro" mobile application to retrieve agent-level data when you're in the field.

[REALTOR® Property Resource](#) – Monday, February 27 at 10 am

Learn to search and report using national-level MLS and public data available through your NAR membership.



Learn how mortgage industry changes affect your business!

Join us for a discussion on the ever-changing mortgage industry including the new compliance rules! Have all your questions answered and concerns addressed by a panel of top local mortgage professionals. The changes in the mortgage industry affect all aspects of your business. Staying on top of these changes will help position you as a trusted adviser in real estate. Event date is Friday, March 10 at 11:30 am. [Read more](#)

Existing home sales jump in January

Existing-home sales stepped out to a fast start in 2017, surpassing a recent cyclical high and increasing in January to the fastest pace in almost a decade, according to the National Association of Realtors®. All major regions except for the Midwest saw sales gains last month. [Read more](#)

Lunch and Learn February 28

Join us for lunch and learn about the advantages of renovation loans and reverse mortgages. Presentation topics include: renovation loans for purchase or refinance, red tag properties OK, using your reverse mortgage for purchase. [Free with RSVP!](#)

Sponsored and instructed by Jeff McCormac, Wells Fargo and Dick Cornelsen, AAG. Lunch provided by Wells Fargo. [Register today](#)

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